

# CARI-NEWS

## PRESIDENT'S MESSAGE

July 31, 2012

VOLUME 10 - ISSUE 3  
EMPOWERMENT THROUGH  
COOPERATION



It is a special honour and privilege for me to serve as President of the Caribbean Association of Insurance and Financial Advisors (CARAIFA). Our 2010 - 2012 President, Emond Lewis Mitchell, has provided me with invaluable guidelines through his able guidance of the Association. His quiet and sensitive disposition has made him a wonderful role model and for this I thank him. Fortunately for all of us, Emond will continue to serve in the position of Immediate Past President with responsibility for Territorial Development and Hall Of Fame. I am especially grateful that I will be able to rely on his wise counsel during my term.

In preparation for my presidency, I have spent the time I served as Vice President immersing myself in all aspects of the Association's operations, and becoming familiar with the various activities in which CARAIFA is currently involved. I am very thankful for the work of all of our Executive and Board Members, Secretariat staff and the wider membership.

Our Secretary General and the Finance Committee have done a wonderful job of managing the Association's funds during this difficult period of global economic recession. These funds support all the activities of CARAIFA, including staffing of the Secretariat and production of our biennial magazine. The work of our Education Council Chair has enabled the process by ensuring that the Education and Professional Development portfolio is efficiently run.

CARAIFA, in conjunction with its member territories, continues to host successful motivational congresses. This success is mainly due to the hard work of the congress director and committee members, with our Regional Congress coordinator guiding the path. These events showcase the prestigious Hall of Fame Ceremony and the CARAIFA Foundation, the social arm of our Association and the purview of the CARAIFA Foundation Chair. The Public Affairs Committee has dedicated itself to enhancing relationships with members of regional governments, Industry players, Caribbean associations (such as CARICOM), MDRT, and the regional press. This has been instrumental in highlighting CARAIFA and giving prominence to our work.

I accept CARAIFA'S Vision to “.....effectively anticipate and satisfy the needs of its members.....for their mutually sustainable growth and development” as my mandate. To achieve this, we will relentlessly review our 5 – Year Development Plan which has been in existence since 1999.

In addition, we will continue to seek and offer outstanding programmes, to keep our members current in their professional development. The staging of bigger and improved congresses will provide the framework for new ideas in sales through world class presenters and opportunities to meet and socialize with regional and international top producers. We will continue to show our communities that CARAIFA is made up of strong civic minded leaders and exemplary professionals and that our 3000 strong membership is encouraged to become involved throughout the Caribbean.

I am not daunted by the new challenges to be faced and important changes to be made. On the contrary, I am enthusiastic and excited about all the wonderful programmes, services and events we continue to have, each of which is only possible because of the many dedicated members who work tirelessly in donating their time as Board and Committee members. This was evidenced in past administrations and my faith is that it will continue in this administration. To this end I have chosen as my theme: “**Empowerment through Cooperation**”. I invite you to join me in fulfilling my vision of a stronger, more empowered and cohesive organization.



**Mrs. Pauline McKenzie-Fairclough**  
**President**  
**2012—2014**

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**Editor's Note**



As the new Editor of this Newsletter, I welcome all readers and contributors, many of whom are personally known to me and many others whom I will know during the course of time. The newsletter will continue to carry information and news about ongoing and upcoming activities in our field locally and regionally.

In this issue we have Congress 2012 highlights and I wish to congratulate and thank the organizers for a successful Congress in Belize. The topics presented along with the respective platforms presenters, highlighted the every urgent and increasing need for advisors to continue to go out to work diligently, helping families and businesses stay together by solving problems and offering sound advice. Another interesting facet of the Congress was the camaraderie among the advisors of the region. The Congress managed to generate reasonable interest and a new committee has been formed to plan for Congress 2013 to be held in the nature isle - Dominica.

Let me also congratulate our two newest Hall of Fame Inductees; Edward Balderamos and Roy Sydney. It is indeed quite a prestigious acknowledgement of their service to the Insurance Industry throughout the years.

We rely on you for the electronic distribution of CARI-NEWS and would greatly appreciate your efforts in further distribution to your colleagues, so that this information could be disseminated to a wider cross section of the Caribbean.

I leave you with a few words from the Irish writer and poet Oscar Wilde:

**"Our ambition should be rule ourselves, the true kingdom for each one of us, and true progress is to know more, and be more, and to do more"**

*Alicia Birch*  
PR & MARKETING DIRECTOR

**MEET THE NEW EXECUTIVE 2012—2013**



*Centre: Pauline McKenzie-Fairclough – President*

*From the left (clockwise): Emond Lewis Mitchell – IPP; Maxim Marquez – VP; William 'Nat' Wiltshire – Education Council Chairman; Fabian Carew – CARAIFA Foundation Director; Alicia Birch – PR & Marketing Director; Delma Roberts – Regional Congress Coordinator; Marcelle Fenton – Secretary General*

**CARAIFA AGM 2012**

**CARAIFA's Annual general Meeting for 2012 was held on the beautiful country of Belize on May 18th and 19th and was attended by delegates representing eight Member Territories plus the CARAIFA Executive. This vibrant August body met to discuss the business of CARAIFA and to champion the cause of their Associations.**

**CARAIFA WILL CONTINUE WITH ITS MANDATE OF FOSTERING A SPIRIT OF TOGETHERNESS AND UNITY AMONG THE TERRITORIES OF THE REGION.**

## Feature Article

### **A DRAFT REGIONAL POLICY AND REGULATORY FRAMEWORK FOR THE PROVISION OF PROFESSIONAL SERVICES IN THE CSME**

CARICOM Member States have committed to develop their services markets, including the market for professional services, through a two-prong approach of intra CARICOM market integration and liberalization with third states.

Market integration for services is to be achieved through the creation of a single space for the provision of services in the CARICOM Single Market and Economy and gives Community Nationals the right to provide services anywhere in the CARICOM Single Market. Member States also commit themselves to the goal of free movement of Community Nationals. In this regard, Article 36 of the Revised Treaty specifies the right to provide services in other Member States by any of the modes of supply and Article 46 identifies an initial five categories of persons who have the right to seek employment, with the provision for the Conference to enlarge the classes of persons entitled to move freely in the Community.

The opening up of the internal market to third states is to be achieved through the progressive liberalization of the single space for services to the nationals of third states through Free Trade Agreements (FTA). The first is the General Agreement on Trade in Services (GATS) of the World Trade Organisation (WTO). The second is the CARICOM –Dominican Republic (DR) Free Trade Agreement (FTA) which to date has not been finalized. The third is the Economic Partnership Agreement (EPA) between CARIFORUM States and the members of the European Union. CARICOM Member States are currently negotiating a Trade and Development Agreement with Canada which will also consist of a Trade in Services Agreement.

Notwithstanding the above approaches, there is still no regional policy on the provision of professional services to ensure that the benefits, effectiveness and positive impact are realized. Member States are in the process of preparing a Regional Strategic Plan for Services and have identified Professional Services as one of the priority sectors. To this end therefore, it is being proposed that a regional policy on the provision of professional services be enunciated.

**To be continued: Possible regulatory Framework for Policy Implementation**

*\*\*Extracted from the Institute of Chartered Accountants of the Caribbean (ICAC) “Consideration of a draft regional policy and regulatory framework for the provision of Professional Services in the CSME”*



# HALL OF FAME INDUCTEES 2012

## Roy Sydney



Roy, a champion of a man, joined the insurance industry in 1959 with Confederation Life and was promoted to the position of Supervisor eight years after. In 1977 he joined The Mutual team as a branch manager and twenty-two years after The Mutual purchased the Nationwide Insurance Company and he was then promoted to Chief Marketing Officer of that company.

He completed the Agency Management Training Course (AMTC), Life Insurance & Market Research Association (LIMRA) Sales Management, Field Management Effectiveness & Agency Management, also the Dale Carnegie courses in Human Relations and Salesmanship to name a few.

Being an accomplished gentleman with a strong sense of purpose and work ethic it is no surprise that he attained many awards, the Caribbean Association of Life Underwriters (CALU) President Circle and Caribbean Quality Award, Life Underwriters Association of Trinidad & Tobago (LUATT) Awards and numerous company awards. He also qualified for the prestigious Million Dollar Round Table.

In 1983 he became president of CALU, the first Trinidad & Tobago representative to hold such a position in the organization. Roy was instrumental in the formation of the CALU constitution and during his tenure as president worked assiduously in getting the territories on board CALU with particular emphasis on the struggling territories. This is a multi-faceted man who patented an auto sun shade in 1982 an invention that protects drivers and others from the direct rays of the sun – a driver's dream.

## Edward "Eddie" Balderamos

Eddie joined the insurance industry forty years ago and has been a member of Caribbean Association of Insurance & Financial Advisors (CARAIFA) for Twenty Four (24) of those years. In 1975 Eddie opened Jamaica Mutual Life in Belize and managed it successfully for six years accomplishing major and numerous awards.

His entrepreneurial skills became evident when he opened Balderamos Insurance Services Limited (Belize) in 2008. Eddie has blazed a trail of service par excellence in the Life, Health, Property and Casualty business within the industry over the years with an unbeatable track record.

This deep seated belief in Education made him the first Education Chair of the Life Underwriters Association of Cayman from that association's inception until 2005.

Eddie was the first president of the Life Underwriters Association of Cayman (LUAC) and was the Treasurer for a protracted period of time. This individual as a representative on CARAIFA's Board paid his way to every single meeting wherever in the Caribbean these meetings were held.

He is a platinum contributor to the CARAIFA Foundation, not once but twice and counting. He is also a Past Vice President of the Belize Volunteer Blood Donor Service and Past Chair of the Cayman Islands Volunteer Blood Donor Service.



*Today's Excellence..... Tomorrow's Legacy*

HALL OF FAME HIGHLIGHTS





# CONGRESS 2012 HIGHLIGHTS



# Did you know?

## Dominica



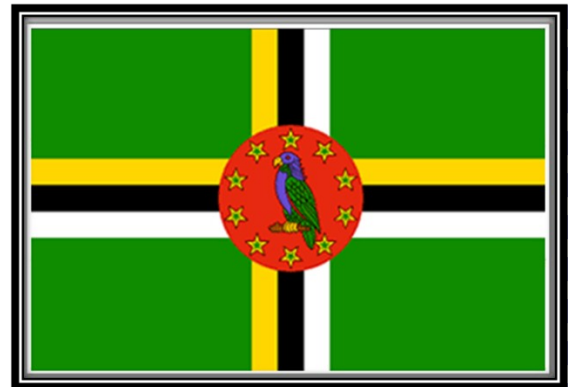
Dominica, officially the Commonwealth of Dominica, is an island nation in the Lesser Antilles region of the Caribbean Sea, south-southeast of Guadeloupe and northwest of Martinique. Its size is 750 square kilometres (290 sq mi) and the highest point in the country is Morne Diablotins, which has an elevation of 1,447 metres (4,747 ft). The Commonwealth of Dominica had a population of 71,293 at the 2011 Census. The capital is Roseau.

Dominica has been nicknamed the "Nature Isle of the Caribbean" for its unspoiled natural beauty. It is the youngest island in the Lesser Antilles, still being formed by geothermal-volcanic activity, as evidenced by the world's second-largest hot spring, Boiling Lake. The island features lush mountainous rainforests, home of many rare plant, animal, and bird species. There are xeric areas in some of the western coastal regions, but heavy rainfall can be expected inland. The Sisserou Parrot (also known as the Imperial Amazon), the island's national bird, is featured on the national flag. Dominica's economy is heavily dependent on tourism, agriculture and heavy taxation.

## Flag of Dominica

The flag of Dominica was adopted on November 3, 1978, with some small changes having been made in 1981, 1988, and 1990.

The flag features the national bird emblem, the Sisserou parrot, which also appears on the coat of arms granted July 21, 1961. This parrot is unique to Dominica. It is an endangered species; only a few pairs remain. The green field represents the lush vegetation of the island. The cross represents the Trinity and the Christian faith, and its 3 colors recall the native Indians, the fertile soil, and the pure water. The 10 stars stand for the 10 parishes (St. Andrew, St. David, St. George, St. John, St. Joseph, St. Luke, St. Mark, St. Patrick, St. Paul, St. Peter) and the red disk for social justice.



## Congress 2013 will be held on the beautiful Nature Isle of Dominica



Dominica, one of the best vacation places in the Caribbean to dive, whale & dolphin watch, hike, bird watch, explore a pristine tropical rainforest, discover their unique culture or simply relax on one of

Dominica's secluded beaches.

**YOU DON'T WANT TO MISS IT!**

# CARAIFA & Education



Upon completing the educational requirements for the LUTCF/FSS Designation, students are required to **APPLY** for these designations by completing the requisite form (which can be sourced from their local association) and submit them to the CARAIFA's Secretariat via email. Applications are accepted three (3) times per year: January, June and September.

## Caraifa Congratulates Semester 1, 2012 LUTCF & FSS Designees

### LUTCF DESIGNEES

JAIFA		
Elizabeth	Sharon-Marie	Wiles
Aston	Churchill	Gordon
Andrea	Jean	Vassell
BARAIFA		
Moranda	Julia	Rawlins
Marilyn	Evalene	Paton-Robinson
Wayne	Winston	Campbell
TTAIFA		
Camille	Natasha	Phillips
Gideon	B.	Ovid
Sherman	Finbar	Stephen
Dawn	McLetchie	Marcelle
Richard		Lee
Alyson	Margaret Ann	Greenidge
Natasha		Charles
Nicole	Gillian	Blake
Ian	Andre	Ragoonana
Michelle	Catherine	Clarke

### FSS DESIGNEES

TTAIFA		
Finbar	Ignatius	Garcia
Shirlene		Greaves
Alicia	Nicole	Mitchell
Andy		Ramlochan
Beverly	Casandra Samaroo	Warner
Peter	William	Sebro
Fazaad		Bacchus
Brian	Ronald	Peterson
Cherry-Ann	Pierre	Williams
Shalima		Mahadeo
Tara		Lal-Chan
BARAIFA		
Henderson	Levere	Headley



### EDUCATION REMINDERS 2012

Supplemental Exam Dates - August 22 - 23  
 Semester 3 will begin in September  
 Semester 3 Exam Dates - November 7 - 8  
 Supplemental Exam Dates - December 12 - 13